



**U.S. SMALL BUSINESS ADMINISTRATION**  
**North Florida District Office**  
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**Wilfredo J. Gonzalez**  
District Director

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Deputy District Director

## **SBA Success Story**

### **Dreams Can Come True!**

Aerospace Integration Corporation (AIC) is a leader in the Defense Aerospace Industry in high technology engineering, total systems design and integration, mission enhancement, logistics support, technical data formation, operational studies/analysis, program management, volume production manufacturing and training. The key to their success is relentless pursuit of customer service excellence and providing innovative and practical solutions to ensure our nation's military "Warrior" always has a decisive advantage anytime and anywhere in the world.

As the sixth of seven children to immigrant parents from Puerto Rico, George Gonzalez, President and CEO of Aerospace Integration Corporation dreamed of starting his own business some day. In 1997, with a civilian and military background in electronics, Gonzalez solicited the help of the Small Business Development Center at the University of West Florida to help him write a business plan. With his business plan in hand, Gonzalez presented his business idea to investors who provided the funding to make his dream of starting his own business a reality.

As President and CEO, Gonzalez quickly built a solid reputation as a man of his word and his company was absolutely committed to his customer's needs and expectations. His commitment to customer service excellence helped AIC recruit the best professionals in the defense aerospace industry, the foundation for their recent success.

AIC entered the U.S. Small Business Administration's (SBA) 8(a) Business Development Program in September, 2000 and has been awarded thirty-one 8(a) Contracts with an estimated value of over \$42 Million.

Gonzalez has built strong community relationships in the Crestview, Florida area. He serves on the Okaloosa County Economic Development Council Policy Board, is a member of the Crestview Area and Greater Fort Walton Beach Chambers of Commerce, and serves on the Okaloosa Military Affairs Committee and The Board of Directors for the Workforce Development Board. Aerospace Integration Corporation is also involved as a fund raiser for American Heart Association Heart Walk, the American Cancer Society Relay for Life, and other fund raiser drives through the United Way.

George was awarded the (Florida) Governor's Business Leadership Award in 2001 by Governor Jeb Bush.

George Gonzalez was also recognized as Florida's 2003 District and State Small Business Person of the Year by the North Florida District Office. Governor Bush appointed Mr. Gonzalez to the Florida Space Authority Board of Supervisors. Mr. Gonzalez was also appointed to the President's Manufacturing Council by the U.S. Department of Commerce 2004.

The purpose of the 8(a) BD program is to assist eligible small disadvantaged businesses compete in the American economy through business development. You may learn more about the 8(a) Business Development Program by visiting [www.sba.gov/8abd/](http://www.sba.gov/8abd/). AIC has now grown to over 300 employees in nine states, with 2004 sales exceeding \$23 Million. AIC is also a small, disadvantaged, veteran-owned business.

Small Business Development Centers are located across the State of Florida and offer workshops, counseling for starting or growing small businesses, and much more. To find the SBDC nearest to your location, please visit [www.floridasbdc.com](http://www.floridasbdc.com).

George Gonzalez of Aerospace Integration Corporation may be contacted at 3100 Summit Park Boulevard, Suite 100, Crestview, FL 32539-7050, ph (850) 689-4200.

For more information on SBA's Programs and Services, please visit the SBA North Florida District Website at [www.sba.gov/fl/north](http://www.sba.gov/fl/north).

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